

British makers share space at Detroit show

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — British automakers will combine forces for the first time to mount a combined exhibit at the North American International Auto Show in Detroit next month.

The exhibit will have vehicles made by Jaguar, Lotus, Rolls-Royce and the Rover Group (Sterling, Range Rover).

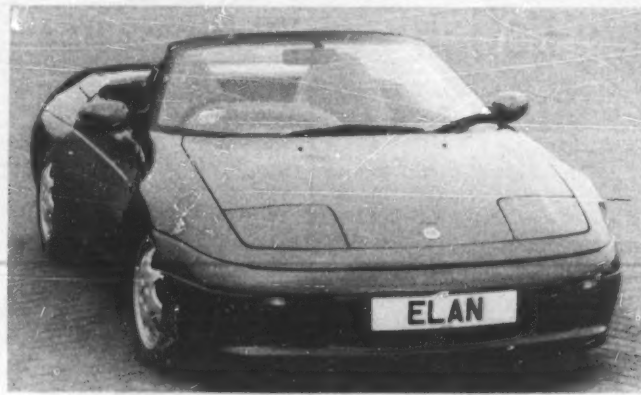
Their U.S. subsidiaries are members of the British Automobile Manufacturers Association, based in Greenwich, Conn.

The 10,800-square-foot stand will have 22 cars on display, with each marque clearly identified within the group. But all will come under a "Fine Motorcars from Great Britain" banner.

An association spokesman said that by combining forces, the group can have a greater impact at the show than individual exhibits.

The companies are of vastly different sizes relative to one another, however, so in setting up the common exhibit they had to negotiate such issues as the relative size and placement of each marque's area. The budget was divided evenly, members said. Floor space alone for the exhibit will cost about \$30,000.

The companies will have separate exhibits at the Greater Los Angeles Auto Show, which runs concurrently with the Detroit show, Jan. 6-14. No decisions have been made regarding a common exhibit for future shows, but the possibility is being discussed, the



Lotus' new Elan will be on display at Detroit's auto show next month.

spokesman said.

One association member, Aston Martin Lagonda of North America, will have a separate display in Detroit.

Aston Martin's V-8 Virage will make its U.S. debut in Detroit.

Also, in addition to its appear-

ance in the association's display, Lotus Cars USA will show its new Elan convertible within the General Motors display in Detroit, said Ron Foster, president of Lotus Cars USA.

Group Lotus in England is a GM subsidiary.

Smyrna selects TKS paint system

SMYRNA, Tenn. — Nissan Motor Manufacturing Corp. U.S.A. has chosen TKS Industrial Co. USA as the primary paint equipment supplier for its \$490 million plant expansion here.

TKS of Dublin, Ohio, is the U.S. subsidiary of Japan's Taikisha Ltd. TKS will install \$45 million in equipment by November 1991.

Fluor Daniel Inc. is the general contractor for the project's body, frame and stamping plant construction. Fluor Daniel, a Greenville, S.C., engineering firm, is scheduled to complete construction in September 1991.

The Smyrna project will double Nissan's U.S. production capacity from 220,000 to 440,000 vehicles a year by 1992. In addition to light pickup trucks and the Sentra, the plant will produce an unnamed Stanza replacement at that time.

— Lindsay Chappell

IMPORT CAR SALES BY MODEL

	Nov. 1989	Nov. 1988	11 Mos. 1989	11 Mos. 1988
ACURA.....	10,632	10,075	132,204	118,408
Integra.....	5,677	3,928	72,008	53,664
Legend.....	4,955	6,147	60,196	64,744
ALFA ROMEO.....	102	232	2,746	4,117
Milano.....	28	126	1,030	2,076
Spider.....	74	106	1,716	2,041
AUDI.....	1,409	1,355	19,393	21,637
4000.....	0	9	103	565
5000.....	9	77	350	7,184
80.....	262	286	4,092	5,383
90.....	233	356	4,166	5,709
V8 Quattro.....	141	0	767	0
Coupe Quattro.....	78	0	346	0
100/200.....	542	452	7,687	2,063
100/200 Quattro.....	144	175	1,882	733
BMW.....	5,140	6,642	60,418	66,190
3-Series.....	2,062	2,800	29,255	33,291
5-Series.....	1,951	2,288	18,519	16,364
635 CSI.....	100	132	1,423	1,744
7-Series.....	976	1,176	9,691	12,189
M3.....	47	112	915	1,565
M5.....	3	75	268	479
M6.....	1	59	347	558
CHEVROLET/GEO.....	8,956	6,107	107,767	107,423
Geo Storm/Spectrum.....	5,187	2,733	58,874	63,092
Geo Metro/Sprint.....	3,769	3,374	48,893	44,331
CHRYSLER MOTORS.....	6,949	9,481	97,310	119,524
Coll.....	4,288	5,261	55,514	74,966
Conquest.....	165	518	4,912	9,381
M3dallion.....	44	1,214	3,863	13,945
Summit.....	1,020	1,099	18,328	3,078
Vista.....	848	1,389	12,357	18,154
TC.....	584	0	2,336	0
DAIHATSU.....	1,522	1,054	13,903	10,637
FORD Festiva.....	4,120	5,164	65,225	63,429
HONDA.....	21,269	20,221	231,234	232,114
Civic/CRX.....	4,610	5,173	57,403	90,029
Accord.....	14,455	10,916	132,351	94,973
Prelude.....	2,204	4,132	41,480	47,112
HYUNDAI.....	12,008	17,732	172,713	242,930
Excel.....	9,040	17,732	145,109	242,930
Sonata.....	2,968	0	27,604	0
ISUZU.....	552	1,599	15,719	22,998
I-Mark.....	499	1,360	11,304	16,015
Impulse.....	53	239	4,415	6,983
JAGUAR.....	1,699	1,925	17,088	18,687
XJ6.....	1,241	1,599	13,126	14,315
XJS.....	458	326	3,962	4,372
LEXUS.....	3,787	0	11,757	0
ES 250.....	1,049	0	3,165	0
LS 400.....	2,738	0	8,592	0
MASERATI.....	20	25	260	716
MAZDA.....	16,964	16,123	205,024	207,051
323.....	2,484	5,848	58,923	84,212
Protege.....	2,422	0	7,107	0
626.....	3,313	4,573	49,491	61,871
MX-6.....	24	273	2,189	7,800
Miata.....	3,087	0	19,757	0
929.....	1,420	1,784	18,203	24,257
RX-7.....	941	1,643	15,508	25,798
MPV.....	3,273	2,002	33,846	3,113
MERCEDES BENZ.....	6,297	6,504	68,601	77,080
190.....	1,200	1,049	13,203	15,579
300E 2.6/260E.....	477	371	4,769	5,943
300.....	2,008	1,686	20,610	19,635
300 SE.....	384	683	5,830	4,597
300SDL Turbo.....	0	0	2	90
300SEL.....	279	280	3,506	4,497
420SEL.....	725	686	6,779	7,822
560SEL.....	646	599	4,814	5,193
SL Coupe.....	334	851	6,886	11,016
560SEC.....	186	172	1,477	1,486
Tourist.....	58	127	725	1,222
MERKUR.....	1,221	779	8,467	14,479
XR4Ti.....	103	498	3,956	5,412
Scorpio.....	1,118	281	4,511	9,067
MITSUBISHI.....	6,339	4,492	71,355	64,492
Starion.....	2	96	684	2,862
Cordia.....	0	160	382	5,509
Tredia.....	0	5	12	475
Mirage.....	3,298	734	23,446	11,275
Galant.....	2,478	1,372	28,836	12,509
Sigma.....	85	227	1,989	6,368
Precis.....	348	1,578	14,668	19,416
Van/Wagon.....	128	320	1,768	6,078
NISSAN.....	31,690	33,744	383,754	329,562
Sentra.....	8,987	11,318	113,929	126,578
Pulsar.....	2,221	3,023	23,456	43,106
Stanza.....	3,011	3,820	40,483	44,328
Axxess.....	1,361	0	8,547	0
Maxima.....	8,422	9,030	102,176	65,679
240SX/200SX.....	4,336	5,531	64,888	27,283
300ZX.....	2,002	1,022	24,878	18,362
Hawaii.....	1,350	0	5,397	4,226
PEUGEOT.....	433	544	5,621	6,212
PONTIAC LeMans.....	1,119	5,442	43,724	57,536
PORSCHE.....	797	1,015	8,817	14,506
924S.....	24	85	136	2,193
944.....	95	228	1,238	3,385
944S.....	116	35	558	457
944 Turbo.....	66	127	731	1,666
911 Coupe/Carrera 4/2.....	303	184	2,449	2,810
911 Turbo.....	30	108	1,036	1,026
911 Cabriolet/Speedster.....	74	134	1,882	1,690
928S.....	89	114	787	1,281
SAAB.....	1,505	3,088	30,132	35,790
900.....	155	508	5,895	6,140
900S.....	276	667	7,591	9,378
900 Turbo.....	422	740	8,105	8,678
9000S.....	168	314	2,548	3,345
9000 CD.....	229	196	2,864	238
9000 Turbo.....	245	660	2,866	7,300
Tourist.....	10	3	263	711
STERLING.....	492	425	5,546	8,518
SUBARU.....	8,544	11,583	128,466	143,197
Hatchback.....	95	330	2,576	5,001
3-Door.....	67	589	7,398	8,469
4-Door Sedan.....	155	2,658	27,130	30,631
Legacy.....	4,905	0	28,425	0
Loyale.....	1,381	0	11,097	0
XT/XT6.....	180	860	11,780	13,268
Station Wagon.....	158	4,519	19,810	61,032
Justy.....	1,603	2,627	20,250	24,796
SUZUKI.....	397	228	5,703	244
TOYOTA.....	37,125	53,897	455,171	559,522
Corolla.....	7,791	14,618	107,900	143,615
Tercel.....	7,236	10,667	89,669	92,788
Celta.....	7,424	5,362	55,232	61,396
Supra.....	772	1,597	13,754	18,165
Camry.....	6,348	17,318	119,188	194,008
Cressida.....	658	1,833	23,215	11,995
Land Cruiser.....	368	293	4,747	5,577
Van.....	370	400	4,332	4,925
4Runner SR 5.....	5,979	1,427	32,090	19,387
MR2.....	179	382	5,044	7,666
VOLKSWAGEN.....	9,127	9,109	125,139	133,746
Cabriolet.....	358	423	9,488	12,222
Corrado.....	308	0	1,134	0
Jetta.....	4,192	3,092	51,387	47,528
Golf/GTI.....	1,367	1,600	21,149	9,317
Vanagon.....	336	390	4,784	4,992
Quantum.....	9	191	929	2,829
Scirocco.....	2	249	864	3,490
Fox.....	2,555	3,164	35,404	53,368
VOLVO.....	8,218	8,134	96,722	92,893
2400 Series.....	3,200	3,532	38,814	39,411
740 Series.....	4,210	3,913	43,986	40,013
760 Series.....	737	584	11,176	11,203
780.....	33	80	2,030	1,630
Tourist.....	38	25	716	636
YUGO.....	755	2,002	9,948	30,014
IMPORT TOTAL.....	209,188	238,721	2,599,927	2,803,660

Volkswagen has reported sales of U.S.-built Golf and GTI models as imports after June 30, 1988.

Compiled by Karen Detkowski

Import sales tumble 12.4% in November

By Jim Henry
AUTOMOTIVE NEWS STAFF REPORTER

NEW YORK — Imported auto sales slipped in November, falling 12.4 percent from November 1988 totals to 209,188.

The November results brought year-to-date import sales to nearly 2.6 million, or 7.3 percent below 11-month totals from last year.

Japanese imports fell about 10.2 percent for the month to 152,010. For the year, Japanese imports have declined only 3.2 percent to about 1.86 million units. But the Japanese continue to increase production in the United States and are relying less on imported products.

Import sales for Toyota Motor Sales U.S.A., for example, fell 31.1 percent to 37,125. Although Toyota's import sales are down 18.7 percent to 455,171 so far this year, the company's overall U.S. sales have risen. The difference has been increased U.S. production.

Toyota's Lexus division, which was launched in late summer, sold 3,787 cars in November.

Nissan Motor Corp. in U.S.A. was down 6.1 percent to 31,690 for November. But for the year, Nissan's import sales are running ahead of last year's pace by 16.4 percent.

European imports fell 2.8 percent for the month to 39,931 units, or a decline of about 11.6 percent through 11 months to 459,766.

Volvo Cars of North America, Audi of America, Volkswagen United States and Sterling Motor Cars all scratched out month-to-month increases. Volvo had a record November with 8,218 sales. Among European makes, only Volvo has shown a year-to-year increase. With 82,893 sales, the company is up 4.1 percent compared with the same period last year.

SIZE CLASS SHARES Domestic and Import November 1989

	Total Sales	Pct. of Total
SUBCOMPACT.....	173,450	25.40
COMPACT.....	173,508	25.41
INTERMEDIATE.....	221,288	32.41
STANDARD.....	91,128	13.35
SPECIALTY.....	23,427	3.43
TOTAL.....	682,801	100.00

RECREATION ON WHEELS

Van converters say upturn in shipments is near

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

LOUISVILLE, Ky. — There's a light at the end of the RV tunnel, and many van converters see it breaking through in the next 45 to 60 days.

Although wholesale van conversion shipments have slowed, converters such as Glaval Inc. of Elkhart, Ind.; Starcraft Corp. of Topeka, Ind.; and Bivouac Industries of Vandalia, Mich., said retail sales of their vans have actually been much stronger than wholesale figures suggest.

Wholesale demand for most converters has been down sharply since last summer — much more so than figures from the Recreation Vehicle Industry Association suggest.

RVIA's numbers have been somewhat misleading this year because of the new converter members that have joined the association. Previously, their shipments went unreported.

As Don Cuzzocrea, chairman of Starcraft and a member of RVIA's executive committee, pointed out, "We just approved another five new members as van converters. We keep adding new members, and

Recreational Vehicle Wholesale Deliveries

	Oct. 1989	Oct. 1988	% change	10 mos. 1989	10 mos. 1988	% change
Travel trailers	4,400	4,800	- 8.3	48,200	52,600	- 8.4
Park Trailers	900	600	+50.0	6,500	6,000	+ 8.3
Travel trailers—fifth wheel	2,800	3,000	- 6.7	25,400	27,300	- 7.0
Folding camping trailers...	2,200	2,800	-21.4	27,800	35,500	-21.7
Truck campers	700	800	-12.5	8,900	9,800	- 9.2
Towable RV total	11,000	12,000	- 8.3	116,800	131,200	-11.0
Conventional (type A)	3,000	4,100	-26.8	30,700	35,700	-14.0
Van Campers (type B)	300	500	-40.0	4,300	4,400	- 2.3
Chopped vans (all)	1,500	2,300	-34.8	18,800	22,800	-17.5
Motor home total	4,800	6,900	-30.4	53,800	62,900	-14.5
Van conversions	15,700	15,800	-0.6	170,500	169,100	+ 0.8
TOTAL ALL RVs	31,500	34,700	-9.2	341,100	363,200	- 6.1

Source: Recreation Vehicle Industry Association

they make the RVIA (shipment) numbers look strong."

RVIA reported industry shipments of 15,700 van conversions in October, down slightly from 15,800 in like 1988.

For 10 months, it reported van conversion shipments of 170,500, up slightly from 169,100 a year earlier.

Wholesale shipments for most converters have fallen off much more sharply than these numbers suggest.

Converters say that is largely due to dealers' efforts to reduce inventories.

"Dealers have reduced their inventories of van conversions by 40 to 45 percent since last June/July

when they were at a peak," noted Ron Chevalier, Starcraft vice president of sales and marketing.

"At the same time, retail sales were up. They can't continue reducing inventory and selling as much or more product than they did a year ago without having to buy some.

● We keep adding new members, and they make the RVIA numbers look strong. ●

Don Cuzzocrea
Starcraft chairman

"We'll be there (with strong wholesale demand) in the next 45 days. This is not a problem like in the 1970s when no vans were being sold. Vans are being retailed, but it's just a combination of conservatism among dealers in reducing their inventories and the normal winter cycle" of reduced demand that is affecting wholesale ship-

ments currently.

Starcraft is the top-volume pool converter at GMC Truck Division and ranks third in volume at Chevrolet and fourth at Ford.

William Becker, Glaval's vice president of marketing, advertising and consumer relations, similarly sees the end of January as a "breaking point for what has been sluggish demand at the wholesale level.

"Retail has outperformed wholesale, and dealers have resisted stocking conversion vans compared to previous years," Becker added.

"By the end of January demand will be great enough to where dealers get back to a more aggressive ordering pattern."

Glaval is the second-highest volume converter at Chevrolet, Ford and GMC.

It recently picked up a pool account with Dodge and is developing prototype units to adapt the Dodge chassis to the five conversion packages it offers.

Dave Green, Bivouac marketing manager, said retail demand is still strong, particularly in the South.

Bivouac's wholesale orders are still running "slightly ahead of last year," Green added.

CUTTING COSTS: Converters attack expenses; plants, marketing affected

By Joseph Bohn
AUTOMOTIVE NEWS STAFF REPORTER

LOUISVILLE, Ky. — In the wake of a softer market, some major van converters like Starcraft Corp. of Topeka, Ind., and Coachmen Vans of Elkhart, Ind., are sharpening their manufacturing efficiencies and redirecting some promotional efforts.

Starcraft, for example, is spending \$1 million with a consulting firm to improve its operating efficiency.

William Snook, president of Coachmen Vans and Good Times Vans, Grandview, Texas, elected to skip February's National Automobile Dealers Association convention in favor of more private dealer promotions.

"We've been in there (NADA) for three consecutive years," he said. "The location was good. The space was good. But it didn't justify the costs."

He said working with dealers on a local level would provide more return on the company's promotional investment.

Coachmen has trimmed some of its marketing support staff and is looking "deeply into our manufacturing costs," Snook said.

"All the guys (converters) are talking about ordering fewer days' supply of vehicles (chassis), especially because of having to pay interest on the vehicles," under new Ford and Chevrolet consignment pool program changes.

Coachmen is operating with just five days' raw materials for its production operations, but it still maintains a 30 days' supply of chassis.

It uses only 10 work stations instead of 15 to 18 to produce a finished van conversion and is even looking at paint graphics that would yield the same visual effect but require less labor to produce.

"Every product decision has a

● We have to provide quality and value, but we also have to reduce our costs. ●

William Snook
Coachmen Vans
& Good Time Vans

cost basis behind it," Snook said. "We have to provide quality and value, but we also have to reduce our costs."

In an effort to improve its Texas operation, the company recently named John Kelley general manager of Good Times Vans.

Meanwhile, Starcraft, purchased by a group of company officials and investors in a leveraged buyout 2½ years ago, has reduced debt from the buyout to \$29 million from a previous \$73 million, according to Don Cuzzocrea, company president.

While profitable, Starcraft is still spending \$1 million on a management consulting firm, the Institute of Management Resources of Westlake Village, Calif., to further improve its efficiency.

"We're investing \$1 million, and we hope to save about \$4 million to \$5 million" from the investment, Cuzzocrea said.

"We're trying to cut waste and expense where we can, but we always run fairly lean.

"There is a limit to how many different things you can change," he added.

Starcraft will continue to emphasize trade advertising because "none of us in this industry really has enough money to advertise to the end-consumer," Cuzzocrea said.

But he, like Coachmen Vans; Explorer Van Co. of Warsaw, Ind.; and Bivouac Industries of Vandalia, Mich., plans more local promo-

tions, tied in with dealers.

"You'll see a lot of people doing that," Cuzzocrea predicted.

"It dramatically strengthens your relationship with the dealer and his salespeople. It has a tremendous learning potential for both sides," he added.

Starcraft sold 15,500 van conversions in the 1989 model year and plans to sell 16,000 during 1990.

About 20 percent of its sales — \$75 million worth of product — went to overseas export markets.

The competitive nature of the U.S. market "doesn't allow you to make that much money," Cuzzocrea said.

"Last year, we made less money per unit, but sold more units and made more money in total," he added.

This year, it came out with a \$3,250 wholesale-price conversion, but has shied away from some of the riskier, costlier incentives used by competitors.

The company did add three field sales representatives since the start of the 1990 model year. And its West Coast market continues to be very strong.

The company is now exploring new programs, such as offering optional extended warranties on its vans. And it has developed some conversion projects for pickup trucks.

Overall, Cuzzocrea is confident the firm will increase its market share, particularly in view of the many smaller converters closing their doors.

Down the road, he would like to expand into specialty automotive work, such as that done by American Sunroof Co. of Southgate, Mich., and Cars & Concepts of Brighton, Mich.

"We don't have a (car) project right now, but I think that it's a natural progression of our production and marketing skills," Cuzzocrea said.



National Coach's new Landmark Quest

National Coach Corp., Gardena, Calif., offers a restyled Quest model as part of its Landmark series. The travel van comes with stainless steel interior accents and indirect lighting from a full-length overhead console.

RV BRIEFS

Chevy RV record

LOUISVILLE, Ky. — Chevrolet wholesaled a record 160,000 vehicles to RV and commercial body upfitters and motor home manufacturers through its consignment pool system in the 1989 model year.

Approximately 125,000 of these were full- and compact-sized van chassis, Suburbans and pickups. Some 25,000 were motor homes and cutaways and the other 10,000 were commercial units for body upfitters, according to Thomas A. Pfingst, Chevrolet assistant director of fleet sales.

Pfingst, attending the National Recreation Vehicle Association's Trade Show, believes 1990 will be another good year.

"Baby-boomers who are 35 to 49 years old have been entering the RV market, and we see that trend and the trend toward short or weekend vacations continuing," Pfingst said.

Lawrence buys Daystar

ELKHART, Ind. — John Lawrence, former general manager for Coleman Seating Co. of Elkhart, purchased Daystar Enter-

prises, a van conversion seating manufacturer, from Helen Krueger and Larry Lippert.

Lawrence has changed the company's name from Daystar to Knight Seating. He is emphasizing mid- to low-priced van conversion seats in his sales.

Sport-utility surge seen

LANHAM, Md. — Sport utilities will overtake minivans in sales over the next 10 years, according to a light-truck market study by the Automotive Parts and Accessories Association's Foundation for Aftermarket Industry Research.

The study bases its conclusion partly on the fact that the age group most likely to buy a sport-utility will expand by 46 percent over the next decade, outstripping those who typically buy minivans.

The study is designed to help aftermarket manufacturers, buyers and marketing executives position their products for this market.

The Foundation for Aftermarket Industry Research drew on the results of an exclusive Automotive Parts and Accessories Foundation survey of new owners of light trucks as well as other industry sources.

NOVEMBER TRUCK SALES BY MANUFACTURER AND SEGMENT

		14,000 & LESS GVW CLASS 1-3	14,001- 16,000 GVW CLASS 4	16,001- 19,500 GVW CLASS 5	19,501- 26,000 GVW CLASS 6	26,001- 33,000 GVW CLASS 7	33,001 & OVER GVW CLASS 8	TOTAL 1989	TOTAL 1988
CHRYSLER-PLYMOUTH MO		13,430						13,430	13,998
	YR	168,832						168,832	176,993
DODGE	MO	42,872						42,872	40,364
	YR	505,236						505,236	525,457
JEEP	MO	18,620						18,620	22,428
	YR	232,857						232,857	231,542
TOYOTA	MO	14,636						14,636	17,604
	YR	205,040						205,040	227,647
NISSAN	MO	14,272						14,272	12,302
	YR	143,259						143,259	155,282
MAZDA	MO	5,260						5,260	5,770
	YR	73,895						73,895	86,906
ISUZU	MO	9,648						9,648	8,169
	YR	93,004						93,004	81,649
MITSUBISHI	MO	3,398						3,398	3,353
	YR	34,433						34,433	40,218
SUZUKI	MO	1,123						1,123	1,444
	YR	23,121						23,121	53,454
RANGE ROVER	MO	380						380	169
	YR	4,234						4,234	2,983
FORD	MO	100,190	1,965		514	2,248	902	105,819	118,942
	YR	1,279,135	23,610		9,166	30,733	13,255	1,355,899	1,411,694
FREIGHTLINER	MO						1,420	1,420	1,994
	YR						21,488	21,488	21,908
CHEVROLET	MO	93,144		13	886	522		94,565	108,475
	YR	1,221,401		214	6,404	7,776		1,235,795	1,243,682
GMC	MO	24,602		594	403	937		26,536	31,211
	YR	328,081		4,202	5,092	11,755		349,130	357,535
OLDSMOBILE	MO	886						886	
	YR	1,196						1,196	
PONTIAC	MO	1,104						1,104	
	YR	1,963						1,963	
KENWORTH	MO					24	1,263	1,287	1,452
	YR					361	16,571	16,932	15,524
MACK	MO				138	182	1,209	1,529	2,657
	YR				1,721	2,285	17,767	21,773	24,239
MERCEDES-BENZ	MO				49	93		142	226
	YR				740	1,137		1,877	2,763
NAVISTAR	MO		5	14	491	1,865	1,698	4,073	5,500
	YR		218	147	11,138	29,763	31,505	72,771	78,118
PETERBILT	MO					51	1,335	1,386	1,500
	YR					483	15,179	15,662	15,604
VOLVO/GM HEAVY	MO					113	1,456	1,569	2,010
	YR					937	15,217	16,154	15,903
HINO	MO	20		31	41	69		161	168
	YR	240		425	468	854		1,987	1,967
NISSAN DIESEL	MO	59		62	40	48		209	185
	YR	530		698	388	563		2,179	1,894
ISUZU TRUCK	MO	486	48	14	58	35		641	503
	YR	4,964	573	213	690	624		7,064	5,963
MITSUBISHI FUSO	MO	128		72	15	43		258	264
	YR	1,542		640	303	557		3,042	2,644
SCANIA	MO						8	8	12
	YR						109	109	144
IVECO TRUCKS	MO	122	48	18	17			205	247
	YR	1,273	465	242	163			2,143	2,587
WESTERN STAR	MO						127	127	118
	YR						1,333	1,333	1,334
OTHER DOMESTICS	MO				15		69	84	57
	YR				194	116	733	1,043	822
GRAND TOTAL	MO	344,380	2,066	818	2,667	6,230	9,487	365,648	401,122
	YR	4,324,236	24,866	6,781	36,467	87,944	133,157	4,613,451	4,785,912
1988 YR to DATE		4,480,107	19,595	7,531	49,507	94,790	134,382		

NOTE: 1988 year-to-date includes 10 Subaru Brats; Class 1-3 sales data reported by individual manufacturers. Class 4-8 reported by Motor Vehicle Manufacturers Association.

64,109 '86 Ford products headed for emissions fix

DEARBORN, Mich. — Ford Motor Co. is voluntarily recalling 64,109 1986 cars because of emissions-related concerns.

Being recalled are the 1986 Lincoln Town Car, Continental and Mark VII; Ford Crown Victoria, Thunderbird and Mustang; and Mercury Grand Marquis, Cougar and Capri models equipped with 5-liter or 5-liter high-output engines.

Also involved are certain 1987 Mark VIIs equipped with 5-liter high-output engines.

Ford dealers are being asked to replace the fuel injectors and thermactor air control valve and clean the idle air control bypass valve on all base 5-liter engines involved. They will also be asked to replace the catalytic converter assemblies and clean the idle air control bypass valve on all 5-liter high-output engines involved.

Of the vehicles affected, 64,102 are in the United States, and seven are in export locations.

In a second action, Ford is voluntarily recalling 115 F-250 and F-350 light trucks equipped with 5.8-liter engines and manual transmissions to assure acceptable exhaust emissions levels. The vehicles are 1989 models.

They were equipped with incorrect thermactor silencers and ther-

mactor muffler hoses. Testing conducted by Ford indicated that the vehicles may exceed federal carbon monoxide exhaust emissions standards.

On these vehicles, Ford dealers

32,000 '86 Mercurys, Fords recalled in Calif.

Ford Motor Co. is voluntarily recalling approximately 32,000 1986 California-model Ford Mustang, Thunderbird and LTD and Mercury Capri, Cougar and Marquis cars equipped with 3.8-liter, V-6 engines to assure acceptable exhaust emission levels.

In-use vehicle emissions testing conducted by the California Air Resources Board indicated that hydrocarbon exhaust emissions levels may exceed applicable standards.

To correct that, Ford dealers will install a vacuum retard delay valve to slow engine ignition timing. The recall affects only vehicles made for sale in California.

are being asked to replace the thermactor silencer and thermactor muffler hose.

Of the vehicles affected, 109 are in the United States, and six are in export locations.

UAW dissident move grows

By Kathy Jackson
AUTOMOTIVE NEWS STAFF REPORTER

DETROIT — UAW New Directions, the assertive new political entity within the UAW union, now boasts nearly 600 dues-paying members.

At a Dec. 9 board meeting in Detroit, the organization's first since it was formally commenced at an October conference in St. Louis, national organizing coordinator Jerry Tucker said members now represent 400 of the 1,800 UAW locals nationwide. "That's a significant penetration," he said.

New Directions members basically are auto workers who believe that "the union has matured in the wrong direction — bureaucracy," Tucker said.

The 26 board members, representing several states around the country, met to discuss proposals they believe need to be addressed if the UAW is to be a force during the

next decade and especially during next year's bargaining talks with the Big 3 automakers.

Tucker said those issues included modern operating agreements and the union's failure to organize some of the transplant factories. He said that modern operating agreements represent "too much of a business relationship with companies."

He said the UAW has failed to attract the transplant workers because the union's proposals are the same as the companies' proposals.

A 35-hour work week may be one option the union could fight for as a means to attract unorganized workers, Tucker said.

Dues are \$30 annually. The organization gets out its message via a newsletter, three of which have been published since August. New Directions plans to publish eight newsletters annually.

GM Ohio plant may lose 700 jobs

PARMA, Ohio — A General Motors components plant here could lose as many as 700 jobs when GM transfers production of driveshafts to a Hydra-matic Division plant in Three Rivers, Mich.

Jack Otter, media relations manager for GM's Saginaw Division, said the change will begin next spring when the Three Rivers plant becomes part of Saginaw Division, a lead division for steering and drivetrains for GM.

The \$40 million retooling at Three Rivers should be completed in 1991, Otter said.

Three Rivers currently produces the 200 4-R transmission that will be discontinued at the end of the 1990 model year. Workers thought the plant would be shut down at that time.

"There were grown people crying when it was announced that we would have a future," said Bill Webster, bargaining chairman for UAW Local 2093, which represents the 685 hourly employees at Three Rivers.

The Parma plant, operated by the Chevrolet-Pontiac-Canada Group, has a work force of 4,260, and will continue with its stamping operation and the manufacture of transmission components.

But Roger Montgomery, bargaining chairman for Local 1005 in Parma, said the move still will be devastating to the Cleveland suburb of 90,000. He said some of Parma's hourly workers should have transfer rights to Three Rivers, and he said he expects they will take advantage of that right.

GREEN

FROM PAGE 1

to achieve his goals.

"I will not be as visible as Tonkin," he said. "I'm not as comfortable as he is in the spotlight. I prefer to use the people and staff of NADA who are waiting to be directed."

He characterized Tonkin as a one-man show, whereas he will be more of a team player.

Green recognizes Tonkin's enormous contribution as president. He has, more than any other president, made the general public aware of NADA and brought dealer concerns into the open.

"I don't think he (Tonkin) can get things done by upsetting the manufacturers the way he has," said Green. "But he has prepared the way for me. The issues I will address are the same. But I will take a different approach."

As a result, Green will launch his term by announcing at the NADA convention a model franchise agreement that he and 17 dealers have been working on for four months. It is a model he hopes automakers will adopt.

Although he declined to discuss details, he said it is not unlike Saturn's franchise agreement.

Green is familiar with that agreement because he was one of 15 dealers who provided General Motors with input on it.

He praised the Saturn agreement for its spirit of fairness, but said the model franchise will be tougher on manufacturers on issues like the disposition of dealer grievances.

"The franchise must involve the dealer at every decision-making level," he said. "It should be a team effort between the manufacturer and the dealer."

Green also is jittery about the 1990 economic outlook.

"Our problem is overproduction," he said. "More cars chasing fewer customers. This is not a recession. It is a depression."

He faults the manufacturers alone for the customer's addiction to rebates and incentives to sell cars.

And like Tonkin, he is opposed to fleet subsidies, particularly for the daily rental industry.

Active in the political arena, Green has served on the State of Illinois Committee for Industry and Economic Development. And as chairman of the Automotive Industry Advisory Board for the Secretary of State, he has made the state agency aware of dealer concerns.

He has held a variety of NADA offices since 1975. But his special interest has been the Dealer Election Action Committee. He raised \$1.2 million for it in his first year

as a member of the committee by initiating a "President's Club."

Only dealers who contribute \$5,000 are eligible for membership.

For Green, political action committees are a necessary evil. "I would prefer not to have them, but it is a way for everyone to get involved in the political process," he said. "If you want to have clout, then you must have them."

Green believes there is a revolution under way in the automotive industry. "The prime mover in setting the direction of change between the manufacturer and the dealer should be NADA," he said.

He is deeply committed to his family, and each of his four children, or their spouses, are involved in the family business — car dealerships.

Green wants all of them to have their own dealerships some day. They all are part owners of Green's dealerships now.

"I started buying dealerships in 1975," he said. "The kids wanted into the business, and we couldn't have the whole family in one store."

It's a goal he has almost achieved. He's currently on the prowl for one more dealership for the younger of his two daughters.

Typical of his conservative Midwest background, he keeps tabs on his four Illinois dealerships by visiting them every week despite the hours he must spend on the road.

The drive from his Green on Dirksen Volkswagen-Audi-Yugo-Suzuki-Hyundai dealership in Springfield to Green Chevrolet-Mazda-Jeep in Danville takes more than two hours. He also owns Ray Green Chevrolet in Jacksonville and Green Toyota in Springfield.

Green isn't one to waste time. While driving, he pumps a forearm exerciser to keep in shape.

He also has several cassette tapes neatly arranged and within easy reach on the transmission tunnel hump in the floor.

One is a motivational tape called "Unlock your Personal Power." Another is a message from Tonkin to dealers. And yet another is "The Liberator," readings of 19th century lecturer and writer William Lloyd Garrison.

Green, who started in the automobile business in 1952 as a field representative for General Motors Acceptance Corp., gives the impression of having everything under control — a sense of what he can accomplish and an acceptance of what he cannot.

His four dealerships are all mid-sized. Each sells 600 to 900 new cars annually. They are located in relatively small towns.

A wry grin steals across his lips when he talks about his one big mistake — a health spa that he

purchased three years ago.

Not normally given to impulsive buys, Green bought the spa at an auction.

He had exercised there several times a week. When the spa went bankrupt, he went to the auction to pick up a couple of his favorite exercise machines.

But when he saw that the building and the property were being underbid, he raised his hand.

When the price reached \$240,000, Green found himself the owner of Fitness World Health Club — lock, stock and barbell.

"It was a mistake," he muses. "I bought it on impulse."

After three years, Fitness World is now profitable.

Green operates Green Holding Co., preferring to be a consultant to his sons and son-in-law who

manage the dealerships on a day-to-day basis. His offices there are small and austere.

He has owned nine dealerships during the last 16 years. He obtained his first new-car franchise in 1958.

Green also has three used-car dealerships called Payday Motors that specialize in high-risk customers.

But he admits that his customers may be less of a risk than those of similar operations.

Many of the services a dealer would normally seek on the outside, Green does himself.

For example, he established his own advertising agency to reduce costs. It now services other area car dealerships.

He once owned an in-house extended warranty company, but dis-

solved it after hearing that another dealer was unable to sell his store because of the potential liabilities of its outstanding warranties.

Green is looking forward to the challenge of his NADA presidency. His agenda is full. Manufacturer-dealer relations isn't the only item on it.

He views clean-air legislation as a potential threat to car and truck sales.

Referring to the Yugo fiasco, Green favors laws mandating that any new manufacturer or distributor post bonds or some kind of fund to guarantee parts and labor for vehicles under warranty in the event they go out of business.

And because computer software is so expensive, he would like to see it standardized to reduce dealer costs.

LAYOFFS

FROM PAGE 1

Mitsubishi) and New United Motor Manufacturing Inc. (GM and Toyota) — will not have layoffs.

The blame for production cutbacks falls on the low sales of the fourth quarter, which have left a 90-day supply of unsold cars, from subcompacts to full-sized Cadillacs.

Early December car sales were down 29.7 percent from the same period last year. Truck sales were down 15.6 percent.

Plants producing Chevrolet Blazers and GMC Jimmys face some of the longer down times.

Ford plants that produce fullsize and luxury models and Chrysler plants that produce minivans don't appear to be affected by the cutbacks.

"The last 60 days, things have been awfully stagnant," said Dick Routh, assistant manager in Ford's corporate news department. "If interest rates go down, that certainly will help" car sales.

Canadian auto workers are more blunt in their assessment of interest rates.

In a prepared statement, Robert Nickerson, national secretary-treasurer for the Canadian Auto Workers union, said the temporary and indefinite layoffs in Canada show that the Canadian government can wreck the auto industry with its high interest rate strategy.

"As a union going into Big 3 bargaining in 1990, we know we can't negotiate guaranteed jobs, but we can go after stronger income security language," Nickerson said.

Analyst Healy said, "Current sales are unusually depressed, and I don't see any real recovery until 1991."

UAW officials and the automakers say there must be a recovery before then.

"The second quarter (of 1990) will be crucial," said UAW spokesman Peter Laarman. Spring is generally when car sales are strongest.

Laarman characterized the January layoffs as serious, but said that since most workers have a call-back date, no one is really alarmed.

At some plants, there is no call back. Late last week, GM announced an indefinite layoff of the second shift at Linden, N.J., idling 1,600 workers. About 1,040 GM workers in Canada also face indefinite layoffs.

Laarman said supplemental unemployment benefits funds of the Big 3 automakers are in good shape. SUB funds, combined with unemployment payments, provide laid-off workers with 95 percent of their take-home pay for as long as the fund is solvent.

Laarman said Ford's SUB fund

is in the best shape, followed by Chrysler and then GM. He said he did not know how many credits were in each fund, "but we don't see any crisis for the first six months" of 1990.

It's not known if the January layoffs will affect supplier plants.

Some suppliers choose to build

up their own inventory during an assembly plant shutdown, while others trim or halt production.

But said Sheldon Wesson, spokesman for the American Iron and Steel Institute in Washington: "As soon as the automotive industry sneezes, steel reaches for a handkerchief."

PLANNED JANUARY SHUTDOWNS

Plant name (location)	Shifts	Hourly employees	Product(s)	Down week(s)
FORD				
Atlanta (Ga.)	2	2,150	Taurus, Sable	Jan. 2
Chicago (Ill.)	2	2,500	Taurus, Sable	Jan. 8
Dearborn (Mich.)	2	2,100	Mustang	Jan. 8, 15
Lorain (Ohio)	2	2,900	Thunderbird, Cougar	Jan. 2, 8
Kansas City (Mo.)	2	2,280	Tempo, Topaz	Jan. 2, 8
Lorain (Ohio)	2	2,700	Econoline, Club Wagon	Jan. 8
Louisville (Ky.)	2	3,100	Ranger, Bronco II	Jan. 8
Michigan Truck (Wayne)	2	1,600	F-Series, Bronco	Jan. 2
Norfolk (Va.)	2	1,600	F-Series	Jan. 8
St. Louis (Mo.)	2	2,500	Aerostar	Jan. 8
Twin Cities (Minn.)	2	2,000	F-Series, Ranger	Jan. 2, 8
CHRYSLER				
Newark (Del.)	2	3,400	Acclaim, Spirit, LeBaron A-body	Jan. 2, 8
St. Louis No. 1 (Mo.)	2	3,400	LeBaron coupe, Daytona	Jan. 2, 8
Belvidere (Ill.)	2	3,700	New Yorker, Dynasty, Imperial	Jan. 2, 8
Pillette Road (Windsor)	2	2,200	Full sized vans	Jan. 2, 8
Toledo (Ohio)	2	5,600	Jeep	Jan. 2, 8
Jefferson Avenue (Mich.)	2	1,700	Omni, Horizon	Jan. 8
Sterling Heights (Mich.)	2	3,000	Shadow, Sundance	Jan. 22
Warren (Mich.)	2	2,700	Light truck	Jan. 2
GENERAL MOTORS				
Scarborough (Ontario)	1	2,500	Full sized vans	Jan. 2, 8, 15
Oshawa (Ontario)	2	8,000	Lumina, Regal	Jan. 2, 8, 15
St. Therese (Quebec)	2	3,400	Ciera, Celebrity	Jan. 2, 8, 15
Janesville (Wis.)	2	4,800	Cavalier	Jan. 2
Lordstown (Ohio)	2	6,500	Cavalier, Sunbird	Jan. 2
Fairfax (Kan.)	2	4,200	Grand Prix	Jan. 2, 8
Doraville (Ga.)	2	4,500	Cutlass Supreme	Jan. 2, 8
Linden (N.J.)	2	3,500	Corsica, Beretta	Jan. 2
Wilmington (Del.)	2	4,000	Corsica, Beretta	Jan. 2
Lansing A & B	2	7,800	Calais, Skylark, Grand Am	Jan. 2
Arlington (Texas)	2	3,800	Caprice, 88 (rwd), Brougham	Jan. 2, 8
Wentzville (Mo.)	2	5,900	Bonneville, 88, Electra	Jan. 2
Hamtramck (Mich.)	2	3,200	E-body, Seville, Allante	Jan. 2, 8
Lake Orion (Mich.)	2	6,100	DeVillia, Olds 98	Jan. 2, 8
Buick City (Flint)	2	4,700	LeSabre, 88	Jan. 2, 8
Flint (Mich.)	2	3,350	Blazer, Jimmy, Suburban	Jan. 2, 8, 15
Shreveport (La.)	2	2,300	S-10, S-15 pickups, S-Blazer, S-Jimmy	Jan. 2, 8, 15
Baltimore (Md.)	2	3,300	Astro, Safari	Jan. 2, 8
Detroit (Mich.)	1	450	P-model chassis	Jan. 2, 8
Fort Wayne (Ind.)	2	2,600	C/K pickups	Jan. 2, 8
Pontiac East	2	2,900	C/K pickups	Jan. 2, 8
Pontiac West	2	2,000	S-Blazer, S-Jimmy	Jan. 2, 8, 15



Six-speed Shamal

Maserati's new Shamal coupe has a new V-8 engine producing 325 horsepower. It is mated to a six-speed manual transmission. The Shamal, which will cost \$70,000 to \$80,000, has a top speed of 160 mph.

Dealership is community center

Christmas concert and candles can displace new Toyotas

By Mary Ann Maskery
AUTOMOTIVE NEWS STAFF REPORTER

TOKYO — The cars were moved off the showroom floor for the annual Christmas concert at the Toyota Twin Cam dealership on the outskirts of Nagoya. Families from the neighborhood filled the dealership for the music program, and then the lights were dimmed for the candlelight session to conclude the evening.

It was not an unusual event for Twin Cam. Music concerts are such a regular affair that a white piano is a permanent fixture in the showroom.

Nor was it the only event to attract members of the community. Since it was established two years ago, Twin Cam has come to provide many of the services usually associated with shopping malls in the United States.

It is an example of how far dealers feel they have to go to teach Japanese customers a new idea: a showroom approach to selling.

Until recently, cars were sold in Japan on a door-to-door basis. Salesmen worked out of street-front shops and made calls at the homes of potential customers with stacks of catalogues and brochures under their arms.

But as customers learned to demand more than just a new version of the white Corolla they bought four years before, dealers had to find ways to entice buyers with a variety of choices. The result was the introduction of the showroom.

In order to give buyers a reason to come in, some dealers set up

small gift shops to sell anything from auto parts to clothing. Some larger dealers tied up with fast food operations, like McDonald's.

But Twin Cam, one of 57 outlets for Aichi Toyota, takes the process one step further. It has become a community hang-out for young and old alike.

Twin Cam is situated off a main highway in a suburban area that is short on many social amenities. The dealership fills the gap. There is a restaurant, gift shop and video store.

There is also a meeting hall behind the showroom that is outfitted with audio and video equipment. On Tuesdays, Twin Cam holds a used-car auction there, providing buyers with a video display of the cars on sale, and the opportunity to bid from their chair using an electronic switch. The company sells 400 cars in every auction that way, one car every 20 seconds. On non-auction days, the hall is available to the community for meetings, or video showings.

Squeezed between the meeting hall and the used-car lot on Twin Cam's 4.86 acres is a drive-in theater. In all of Japan there are only 12 drive-in theaters and Twin Cam has the only one in an automobile dealership. It is big enough for 108 cars a showing.

When Aichi Toyota Executive Director Kiminori Furuta first considered the drive-in idea more than two years ago, he thought he might lose money on it. He estimated a loss of 10 million yen (\$72,000) every year. After all, he said, if it

were a popular idea there would be more drive-ins in Japan.

But he decided to go ahead with it. He figured he would spend that much on advertising and decided the drive-in might provide an advertising device if nothing else.

Two years later, Furuta said he is making, not losing, 10 million yen a year on the drive-in. For a popular film like *Top Gun* or *The Last Emperor*, he has to turn cars away.

The Twin Cam showroom is now a tour stop for Toyota visitors. When Hector Dupuis, executive vice president for Toyota Canada, went there with a group of international distributors, he came away determined to take what he thinks is "a fantastic concept" back home.

"Customer satisfaction is on everybody's mind," he said, "so why not make the showroom a pleasant place."

Twin Cam is part of Aichi Toyota, an independent dealership, and one of the most successful in Japan.

Toyota Motor Corp. is planning a similar concept for what will be a Toyota-owned showroom in the busy Ikebukuro district of Tokyo. But whereas Twin Cam filled an obvious need in a community off the main thoroughfare, the Ikebukuro showroom will have to be more original. Toyota officials say they are still working on ideas to provide a service that is not already available in what is a crowded shopping and entertainment district. They hope to introduce the concept next April.



Monster of a car

At Alfa Romeo experimental department they call it "Mostro II" following the nickname Mostro (meaning monster) they gave to the none-too-pretty SZ coupe the first time they saw it. This car's looks have improved thanks to designer Walter Da Silva's work at the Alfa Romeo styling center in Milan, Italy. The two-seat coupe "Mostro II", conceived as a successor to the SZ, is planned for a 1991 Geneva show launch.

STEALTH

FROM PAGE 3

or quiet modes on the adjustable muffler system.

A four-wheel, anti-lock braking system is standard, as is a driver-side air bag.

The top-end Mitsubishi model also has an active air-management system, which functions automatically at highway and higher speeds.

The front air dam is lowered and the rear spoiler is tilted 15 degrees at higher speeds to reduce the amount of air flowing under the car and increase downforce on the rear wheels for better traction.

The technology is adapted from Mitsubishi's HSR-II concept car,

which made its debut at the Tokyo Motor Show in October.

The only options on the 3000GT VR-4 are leather seats, a compact disc audio system and — after May 1991 — a sunroof.

The top version of the Dodge Stealth will have most of the same equipment as the VR-4 except the active air-management system. It's expected to list for less than \$30,000.

Mitsubishi Motor Sales of America explored the possibility of adding a convertible version a year or two after introduction.

Because of low volume prospects in the Japanese market, development is focusing on a U.S. converter, although no commitment has been made, company officials said.

European sales refuse to drop; record is certain

By Richard Johnson
AUTOMOTIVE NEWS STAFF REPORTER

FRANKFURT, West Germany — Western European new-car sales in November continued to resist the downturn that most industry experts regard as inevitable — and just around the corner.

While the growth of recent years has slowed, sales last month were up 2.1 percent over November 1988, at 1,033,700 units. If December sales match last December's, the full-year total will be 13.5 million cars, passing even the most optimistic of forecasts.

Another record year is already assured. Sales through the first 11 months totaled 12,586,500, a 4.5 percent over the 1988 tally for 11 months, according to industry estimates compiled by Automotive News. The full-year total in 1988 was 12,956,500.

Volkswagen AG seems poised to finish as sales leader for the fourth consecutive year. The West German group, including the Audi and Seat brands, held a lead of 51,800 units over Fiat Auto S.p.A. — equal to four-tenths of a point in market share — going into the final month.

VW group sales through November totaled 1,878,100, a 14.9 percent share and an increase of 6 percent over 1988. In November, the VW group posted a 3.7 percent increase to 159,600, outstripping second-place Fiat by 12,500.

Fiat, including Alfa Romeo and Lancia, slipped 1.1 percent in November to 147,100, according to

EUROPEAN SALES

Manufacturer	11 Mos. 1989	1989 share*	11 mos. 1988	Volume Change '88 vs '89
VW-Audi-Seat	1,878,100	14.9	1,772,500	+ 6.0
Fiat Group**	1,826,300	14.5	1,700,500	+ 3.2
PSA***	1,613,000	12.8	1,542,700	+ 4.6
Ford	1,471,900	11.7	1,372,700	+ 7.2
General Motors****	1,400,500	11.1	1,289,900	+ 10.3
Renault	1,300,600	10.3	1,204,100	+ 8.0
Mercedes-Benz	401,900	3.2	414,800	- 3.1
Rover	391,400	3.1	422,500	- 7.4
Nissan	376,700	3.0	361,900	+ 4.1
BMW	356,700	2.8	332,300	+ 7.3
Toyota	323,600	2.6	331,900	- 2.5
Volvo	248,700	2.0	246,300	+ 1.0
Mazda	216,000	1.7	229,500	- 5.9
Mitsubishi	155,900	1.2	149,100	+ 4.5
Honda	127,900	1.0	132,100	- 3.2
Others	497,300	4.0	487,000	+ 2.1
Total	12,586,500	100.0	12,039,800	+ 4.5

*Doesn't add to 100 because of rounding

**Includes Alfa Romeo

***Peugeot, Citroen

****Opel, Vauxhall, Isuzu, GM-U.S. Canada

preliminary estimates, but was up 3.2 percent for the year at 1,826,300, a 14.5 percent share.

Peugeot S.A. ranked third with a 12.8 percent slice of the market on 11-month sales of 1,613,000, a 4.6 percent increase over 1988. Ford was next at 1,471,900 units, an improvement of 7.2 percent and equal to 11.7 percent of the market.

General Motors made the biggest gain in November among Europe's six volume makers, with sales up 16.6 percent to 1,400,500. For 11 months in Europe, GM was the only major automaker with sales growth in double figures — a 10.3 percent increase to 1,400,500 and an 11.1 percent share.

Among the specialist brands, BMW began to fade some after a strong first half. With sales down 12.7 percent in Germany during November to 12,600 units, BMW's European sales for the month were off 8.5 percent to 24,900. But on the strength of its nearly two-year-old 5 series, BMW has improved sales overall in 1989 by 7.3 percent to 356,700, a 2.8 percent share.

NEW-CAR SALES BY COUNTRY IN EUROPE

Country	11 months 1989	Pct. Change vs. 1988
Germany	2,628,500	+ 1.7
United Kingdom	2,214,200	+ 4.2
Italy	2,171,600	+ 7.4
France	2,116,400	+ 8.0
Spain	1,036,100	+ 6.6
Netherlands	487,300	+ 2.8
Belgium-Luxembourg	454,600	+ 3.6
Switzerland	316,500	+ 5.2
Sweden	281,500	- 9.7
Austria	263,400	+ 9.4
Portugal	174,300	- 7.2
Finland	168,400	+ 2.8
Ireland	74,900	+25.9
Denmark	74,000	-11.7
Greece	73,800	+39.3
Norway	51,000	-21.1
Total	12,586,500	+ 4.5

Japanese makes were at almost exactly the same position as in 1988. Combined sales rose from 1,371,500 in the first 11 months of 1988 to 1,371,900 through November of 1989.

Troubled plant resumes making air-bag chemical

By Lindsay Chappell
AUTOMOTIVE NEWS STAFF REPORTER

A problem-plagued Canadian producer of a vital chemical for air bags resumed limited production this month, six weeks after a small fire forced the company to halt and re-evaluate its manufacturing process.

But lingering production problems could still affect U.S. automakers, which are now equipping their cars with millions of air bags annually.

CIL Corp., a Canadian explosives maker, reported that its McMasterville, Quebec, facility is again producing sodium azide, the volatile chemical used to trigger auto air-bag inflations. But CIL is producing the chemical in a modified form.

The plant has been closed twice since October as the result of fires. It is the sole source of sodium azide for North American production.

The facility is now producing "wet" sodium azide, an incomplete stage for the product that does not permit final air-bag production. A company spokeswoman said it could be as long as three months before the plant resumes drying the chemical.

She said the fires were caused by the crucial drying process and that an international committee of chemical engineers is still trying to determine the cause.

"We are now stockpiling the wet azide until we can resume drying it," the spokeswoman said.

The news only partially relieves worries for the factory's only two

customers — Morton International and TRW Inc., the two dominant air-bag makers. CIL has begun selling some of the wet sodium azide to Morton, which has the necessary processing facilities. TRW does not.

TRW said last month that its supply of sodium azide would last only until the end of December. A company spokesman now says TRW will be able to obtain enough sodium azide to continue air-bag production through January.

The spokesman also said that TRW is seeking a third party to process wet sodium azide from CIL.

CIL vowed in November that it would not resume production until safety concerns were addressed and more was learned about sodium azide's volatile properties.

New highway safety regulations went into effect in September and are expected to increase the demand for air bags to 5 million units a year by 1993. All U.S. cars must now be equipped with passive restraints, and in many cases automakers are using air bags to comply with the rules.

After the second fire at the McMasterville plant, both Morton and TRW said they had made arrangements to source some sodium azide from the two other suppliers, in West Germany and Japan.

Construction of a fourth sodium azide plant was completed recently near Hyderabad, India. It is owned by Barfin Chemicals, an Indian firm, and is producing small amounts of the material.

INCENTIVE WATCH

CUSTOMER INCENTIVES

		Rebates	Finance Rates (Pct.)				Expiration Date
			24	36	48	60	
			Months				
Chrysler Motors (1988-89 models)							
Chrysler	\$500-\$1,000	6.9	7.9	9.9	9.9	None	
Dodge cars	\$500-\$1,000	6.9	7.9	9.9	9.9	None	
Dodge trucks	\$500-\$2,500	6.9	7.9	9.9	9.9	None	
Eagle	\$750-\$1,200	6.9	7.9	9.9	9.9	None	
Jeep	\$500-\$1,000	6.9	7.9	9.9	9.9	None	
Plymouth	\$500-\$750	6.9	7.0	9.9	9.9	None	
Chrysler Motors (1990 models)							
Chrysler	\$500-\$1,000	6.9	7.9	9.9	9.9	None	
Dodge cars	\$300-\$1,000	6.9	7.9	9.9	9.9	None	
Dodge trucks	\$500-\$2,000	6.9	7.9	9.9	9.9	None	
Eagle	\$500-\$2,000	6.9	7.9	9.9	9.9	None	
Jeep	\$500-\$1,000	6.9	7.9	9.9	9.9	None	
Plymouth	\$300-\$750	6.9	7.9	9.9	9.9	None	
Chrysler Motors (1990 models, guaranteed rebates*)							
Chrysler	\$1,000	6.9	7.9	9.9	9.9	Jan. 31	
Dodge Daytona	\$1,000-\$1,500	6.9	7.9	9.9	9.9	Jan. 31	
Dodge Trucks	\$1,000 - \$2,000	6.9	7.9	9.9	9.9	Jan. 31	
Eagle	\$1,000-\$2,000	6.9	7.9	9.9	9.9	Jan. 31	
Plymouth Laser	\$1,000	6.9	7.9	9.9	9.9	Jan. 31	
All minivans	\$1,000	3.9	4.9	7.9	9.9	Jan. 31	
*—Buyer will receive any increase in rebate through Sept. 30, 1990.							
Ford Motor Co. (1989 models)							
Ford cars	\$750-\$1,000	6.9	8.9	9.9	10.9	Feb. 5	
Ford trucks	\$500-\$1,250	6.9	8.9	9.9	10.9	Feb. 5	
Mercury	\$1,000-\$1,500	6.9	8.9	9.9	10.9	Feb. 5	
Merkur	\$3,000-\$4,000					Feb. 5	
Ford Motor Co. (1990 models)							
Ford cars	\$750-\$1,000	6.9	8.9	9.9	10.9	Feb. 5	
Ranger, Bronco, Bronco II, Econoline, Aerostar	\$500-\$1,250	6.9	8.9	9.9	10.9	Feb. 5	
Lincoln Continental	\$1,000					Feb. 5	
Mercury Topaz, Cougar, Sable	\$750-\$1,000	6.9	8.9	9.9	10.9	Feb. 5	
Finance incentives on Aerostar, Taurus, Taurus SHO and Sable are 4.8; 4.8; 4.8; and 10.9.							
General Motors (1989 models)							
Chevrolet cars	\$300-\$1,000	6.9	8.9	9.9	10.9	Feb. 2	
Chevrolet trucks	\$500-\$1,250	6.9	8.9	9.9	10.9	Feb. 2	
GMC	\$500-\$1,250	6.9	8.9	9.9	10.9	None	
Olds Cutlass Supreme, Buick Regal		4.8	4.8	4.8	10.9	Jan. 3	
General Motors (1990 models)							
Buick**	\$200-\$1,250*	6.9	8.9	9.9	10.9	Feb. 2	
Oldsmobile**	None	6.9	8.9	9.9	10.9	Feb. 2	
Olds Cutlass Supreme, Buick Regal		4.8	4.8	4.8	10.9	Jan. 3	
Chevrolet cars***	\$600-\$1,500	6.9	8.9	9.9	10.9	Feb. 2	
Chevrolet trucks	\$500-\$1,250	6.9	8.9	9.9	10.9	Feb. 2	
GMC	\$750-\$1,250	6.9	8.9	9.9	10.9	Jan. 4	
Pontiac	\$500-\$1,000	6.9	8.9	9.9	10.9	None	
Grand Prix		4.8	4.8	4.8	10.9	None	
*—Based on option package selected							
**—Except Oldsmobile Cutlass Supreme and Buick Regal							
***—Finance rates on Buick Regal and Chevrolet Lumina are 4.8; 4.8; 4.8; 10.9.							
Audi 80 and 100 (1990 models)							
			5.9	6.9	7.9	Dec. 31	
Hyundai Excel (1988-89 models)							
	\$500-\$1,000					Jan. 3	
Mitsubishi Eclipse (1990)							
	\$1,000					Jan. 31	
Sterling (1989)							
	\$3,500-\$5,000					Dec. 31	
Subaru Justy ('89)							
	\$500-\$1,000*					Jan. 3	
*—Rebates go to the customer in some regions and to the dealer in other regions.							
Volkswagen (1989 models)							
	\$500-\$4,000	2.9	6.9	7.9	9.9	Dec. 31	

Ford and GM expand incentives

By Arlene Sawyers and Mary Connolly
AUTOMOTIVE NEWS STAFF REPORTERS

Last week, Ford Motor Co. and General Motors followed Chrysler Motors' lead by increasing consumer and/or dealer incentives on many products.

Ford boosted incentives on 28 vehicles and placed first-time incentives on 1989 and 1990 Aerostar minivans, 1990 Ford LTD Crown Victoria and 1990 Mercury Grand Marquis. The Aerostar rebate is \$1,000, and the incentive on the LTD Crown Victoria and Grand Marquis is \$750.

To qualify for Ford's rebate, buyers must take delivery from dealer stock by Feb. 15.

Meanwhile, Oldsmobile, Chevrolet and Buick enhanced their programs.

The week before, Chrysler placed first-time customer rebates of \$1,000 on its minivans and instituted a "guaranteed rebate" program for

several lines. The guarantee assures buyers that Chrysler will pay them the difference if the rebates on those 1990 models is increased through Sept. 30, 1990.

Also for the first time, Chrysler is offering a dealer rebate on minivans. Dealers who order minivans by Dec. 31 receive a \$250 rebate.

During the first week of Chrysler's new rebates, floor traffic and sales did not skyrocket, dealers said.

Both Chrysler and Ford dealers are guardedly optimistic about the restructured programs.

Chrysler dealers said they expect the heaviest response to the minivan rebate after Jan. 1 and are ordering more vans than anticipated because of the retail/dealer incentives.

Reggie Dean, vice president and general manager at Heritage Chrysler-Plymouth-Dodge in Bainbridge, Ga., said he is "undecided"

whether sales will materialize as a result of Chrysler's enhanced program.

Chrysler's dealer rebate is signed to boost orders and Chrysler maintain first-quarter minivan production schedule at the Windsor, Ontario, and Louis No. 2 assembly plants.

Ford's revamped incentive program covers the following and 1990 vehicles: Festiva L 000; Festiva L Plus/LX, \$1,000; cort, \$1,000; Probe GL/LX, \$1,000; Probe GT, \$1,000; Mustang 2.3-liter, \$1,000; Tempo, \$1,000; Taurus and Taurus SHO, \$1,000; Thunderbird, \$1,000; Bronco, \$1,250; Bronco, \$1,000; Ranger, \$1,000; E-150 Van, \$750; Taurus Wagon, \$500; Topaz, \$1,000; Sable, \$1,000; Cougar, \$1,000; Taurus Tracer, \$1,500; 1990 Continente, \$1,000; 1989 XR4Ti, \$4,000; Scorpio, \$4,000; and 1989 Sebring, \$3,000.

A special finance option added to the 1989 and 1990 Aerostar at 4.8 percent for 24, 36 and 48 months and 10.9 percent for 60 months. The finance option on 1989 and 1990 Ford Econoline 150 van and all 1989 and 1990 Club Wagons is 6.9 percent for 24 months; 8.9 percent for 36 months; 9.9 percent for 48 months and 10.9 percent for 60 months.

Ford also adjusted its dealer incentives. The \$200 to \$500 dealer incentive on 1989 and 1990 Aerostar and the \$200 to \$400 dealer incentive on 1989 and 1990 Ford Probe have been discontinued. Dealers cash on the Taurus SHO has been reduced from \$1,000 to \$500.

Oldsmobile doubled dealer incentives to \$1,000 on the 1990 Oldsmobile Calais; 1989 and 1990 Cutlass; and 1989 88 Royale.

Chevrolet announced customer incentives on the following: 1990 Metro, \$600; 1990 Storm, \$1,000; 1990 Cavalier, Corsica, Beretta, Camaro, \$1,000; 1990 Lumina coupe and sedan, \$1,000; 1990 price, \$1,000 or \$1,500 with dealer participation; and 1989 1990 Astro, \$1,000.

Beginning Dec. 26 customers get \$750 rebates on 1990 CK and 1990 pickup and \$600 on 1990 RV pickups.

Chevrolet customer cash incentives are in lieu of a special financing package. Finance rates on all vehicles except Lumina range from 10.9 percent to 10.9 percent depending on the length of the contract. Finance rates on Lumina are 10.9 percent for 24-, 36- and 48-month contracts and 10.9 on 60-month contracts. Dealers are eligible to receive \$1,000 on 1989 and 1990 Tracker and \$2,000 to \$4,000 (pending on quotas) on 1989 and 1990 Corvette. The program ends Feb. 2.

Buick announced several incentives that expire Feb. 2. It is offering \$500 to \$1,250 on 1990 Buick Skylark, Century, Regal, LeSabre, depending on model option package.

It is offering \$600 on 1989 1990 Skylark, Century and Regal to first-time buyers who finance their vehicles through General Motors Acceptance Corp. This incentive must be applied toward downpayment and will be paid directly to the dealer by Buick's alternative financing program remains unchanged. Buick increased its dealer incentive 1989 Regals to \$1,500 from \$1,000.

Mitsubishi Motor Sales of America is offering a \$1,000 rebate on 1990 Eclipse buyers until Jan. 3.

INCENTIVE WATCH

DEALER INCENTIVES

Rebate	Expiration Date
Chrysler (1989 models)	
TC by Maserati	None
Chrysler (1990 models)	
All minivans	Dec. 31
Ford Motor Co. (1989 models)	
Escort, Tempo, Taurus Thunderbird	Jan. 9
Taurus SHO	Jan. 9
Ford Ranger	Jan. 9
Bronco II	Jan. 9
F Series	Jan. 9
Ford Motor Co. (1990 models)	
Escort, Tempo, Taurus, Thunderbird	Jan. 9
Taurus SHO	Jan. 30
Ford Ranger, Bronco II	Jan. 9
F Series	Jan. 9
General Motors (1989 models)	
Buick Regal	Feb. 2
Chevrolet Corvette	Feb. 2
Oldsmobile	Jan. 3
Pontiac	None
General Motors (1989-90 models)	
Buick (1990 only) \$1,000-\$2,000 on Reatta, Riviera, Park Avenue Ultra	Feb. 2
All Buick	Jan. 4
Chevrolet Cars	Jan. 4
Chevrolet Trucks*	Jan. 4
Tracker	Feb. 2
GMC*	Jan. 4
Oldsmobile (1990 only)	Jan. 3
Pontiac	Jan. 4
*—Excluding G-10 pickup and Blazer and G-15 pickup and Jimmy	
Hyundai (1989-90 models)	Jan. 3
Isuzu (1989 models)	Dec. 31
Nissan (1989 models)	Jan. 5
Axxess, trucks	Jan. 5
Peugeot (1989 models)	Dec. 31
Subaru XT (1989 model)	Jan. 3
Justy ECVT (1989 model)	Jan. 3
Legacy (1990 models)	Jan. 14
*—Rebates go to the customer in some regions and to the dealer in other regions.	
Toyota Tercel, Celica (1989 models)	Jan. 3
Corolla, Camry (1989 models)	Jan. 3
Corolla, Camry (1990 models)	Jan. 3
Trucks (1989 models)	Jan. 3
Trucks* (1990 models)	Jan. 3
*—Except 4Runner	

PRODUCTION

'89 output:
10.9 million,
off 300,000By Kathy Boyer
AUTOMOTIVE NEWS STAFF REPORTER

U.S. car and truckmakers estimate their 1989 calendar year build at 10,914,124 units, 2.81 percent below the 1988 running total of 11,230,006.

Car production slipped 3.95 percent to an estimated 6,821,556 compared with the running total of 7,102,157 assembled in 1988.

Truck output is scheduled to fall a bit short of last year at 4,092,568, 0.85 percent below the 1988 running tally of 4,127,849.

Last week, automakers scheduled 136,220 units, 4.35 percent below the prior week and 15.46 percent below the year-ago week.

Scheduled production last week was split as follows: General Motors, 48.31 percent; Ford Motor Co., 23.64 percent; Chrysler Motors, 8.52 percent; Honda of America Manufacturing, 5.60 percent; Mazda Motor Manufacturing (U.S.A.) Corp., 3.29 percent; Toyota Motor Manufacturing U.S.A., 3.06 percent; New United Motor Manufacturing Inc., 2.86 percent; Diamond-Star Motors, 2.81 percent; Nissan Motor Manufacturing Corp. U.S.A., 1.51 percent; and Subaru-Isuzu Automotive, 0.40 percent.

Last week's scheduled truck production of 80,559 dipped 2.27 percent from the prior week and slipped 0.44 percent from the year-ago week.

GM plans to temporarily idle 23 assembly plants in the United States and Canada in January due to poor sales and high inventory, laying off approximately 89,800 hourly workers. Downtime will range from one to three weeks with all plants scheduled to resume output by Jan. 22.

Ford announced it will close 11 plants, idling about 25,430 workers during January, and Chrysler will shut eight plants affecting about 25,700 workers.

Chrysler's Jefferson Avenue plant in Detroit resumed output last week as inventories were adjusted.

All assembly plants closed last Friday for the holidays.

Canada's total
down only 4,224

Calendar-year car and truck production in Canada is scheduled to fall only 4,224 units short of 1988. The estimated 1989 build of 1,957,296 vehicles is 0.22 percent below last year's running total of 1,961,520.

Car assembly is targeted at 1,016,274, 1.10 percent below the 1988 running estimate of 1,027,528.

Truck production for 1989 should end up at about 941,022 or 0.75 percent more than the 1988 running total of 933,992.

Scheduled car output of 27,505 last week rose 5.21 percent over the prior week and jumped 70.34 percent over the year-ago week.

Last week's estimated truck production of 17,928 dipped 7.46 percent from the previous week and declined 7.56 percent from the year-ago week.

U.S. CAR	Week Ended Dec. 23, 1989	Week Ended Dec. 24, 1989	Week Ended Dec. 16, 1989	Dec. Est.	Jan. 1 to Dec. 23, 1989	Jan. 1 to Dec. 24, 1989
Horizon	1,300	803	0	1,300	32,908	79,545
Sundance	1,800	2,747	1,834	5,965	100,585	105,282
Reliant	0	1,833	0	0	0	93,220
Accclaim	0	998	2,156	5,122	124,445	7,243
Caravelle	0	0	0	0	0	9,265
Gran Fury	0	177	0	0	0	20,032
Total Plymouth	3,100	6,558	3,990	12,386	257,938	314,587
LeBaron K	0	0	0	0	0	7,912
LeBaron J	0	2,566	2,738	5,967	93,673	91,064
LeBaron GTS	0	235	0	0	2,946	9,532
N. Yorker C-Class	700	2,419	572	2,128	74,479	106,589
Fifth Avenue	700	576	721	2,231	26,866	33,238
Imperial	500	0	533	1,678	5,636	0
Total Chrysler	1,900	5,796	4,564	12,004	203,600	248,335
Omni	1,000	787	0	1,000	34,545	78,191
Daytone	0	2,208	1,789	3,982	72,420	79,540
Shadow	2,800	2,122	2,632	8,623	104,121	103,205
Aries	0	1,771	0	0	0	92,504
Dodge 600	0	0	0	0	0	8,549
Dynasty	2,800	2,869	3,048	9,177	132,435	114,297
Lancer	0	192	0	0	1,528	9,361
Spirit	0	1,204	2,670	5,550	108,019	8,186
Diplomat	0	152	0	0	0	18,946
Total Dodge	6,600	11,305	10,139	28,333	453,088	512,779
CHRYSLER MOTORS	11,600	23,659	18,693	52,723	914,806	1,075,701
Escort	3,094	9,651	3,000	9,758	335,860	414,595
Mustang	3,705	4,207	3,500	7,863	184,001	200,307
Tempo	2,339	3,952	2,847	9,467	146,704	183,063
Taurus	8,537	8,888	8,326	25,889	362,064	395,268
Thunderbird	3,911	2,734	3,601	7,512	137,449	111,906
Total Ford Div.	22,186	29,432	21,274	60,489	1,166,078	1,305,141
Topaz	1,461	1,489	1,521	4,423	66,788	70,628
Cougar	1,683	2,773	1,719	3,402	114,325	88,125
Sable	1,967	2,944	2,030	6,269	116,973	135,421
Total Mercury	5,111	7,206	5,270	14,094	298,086	294,174
Continental	1,090	1,514	1,260	3,793	64,497	55,305
Mark VII	542	748	634	1,832	21,532	28,719
Town Car	3,268	2,274	3,790	10,995	127,488	123,083
Total Lincoln	4,900	4,536	5,684	16,621	213,517	207,107
Total L-M Div.	10,011	11,742	10,954	30,715	511,603	501,281
FORD MOTOR CO.	32,197	41,174	32,228	91,203	1,677,681	1,806,422
Skyhawk	0	965	0	0	6,913	29,410
Skyline/Somerset	1,920	1,588	1,933	6,136	68,393	55,104
Century	1,710	3,383	1,928	6,193	122,699	142,339
Riviera	517	637	519	2,070	22,616	13,437
Electra	2,170	2,496	1,872	6,597	80,140	91,570
LeSabre (fwd)	4,120	2,901	3,985	12,999	156,737	134,620
LeSabre (rwd)	235	184	273	807	8,107	9,810
Reatta	0	276	197	517	6,428	9,793
Total Buick	10,672	12,430	10,707	35,321	472,033	486,083
Cimarron	0	0	0	0	0	3,693
Eldorado	405	751	451	1,514	29,145	35,361
Seville	833	569	832	2,643	24,295	23,496
Brougham (rwd)	1,348	1,049	1,241	4,076	54,935	36,570
DeVille (fwd)	3,775	4,520	3,583	11,620	182,042	164,328
Allante	75	75	75	240	3,187	2,239
Total Cadillac	6,436	6,964	6,182	20,092	293,604	285,687
Cavalier	6,490	6,214	6,114	20,311	355,733	353,436
Camaro	2,118	2,460	2,369	7,155	100,960	99,769
Celebrity	0	4,315	0	0	70,720	189,612
Corsica/Beretta	8,960	9,358	9,032	28,356	368,554	434,200
Caprice	2,070	3,494	2,633	7,929	162,250	203,678
Corvette	560	450	560	1,792	25,210	22,783
Total Chevrolet	20,198	26,291	20,708	65,544	1,083,427	1,303,778
Calais	1,680	3,212	1,693	5,258	67,706	119,465
Firenza	0	0	0	0	0	5,230
Cutlass Ciera	2,520	1,663	2,193	7,138	87,943	38,456
Cutlass Supreme	2,525	3,604	4,037	10,587	114,137	141,032
Toronado	493	319	446	1,394	10,339	15,289
88 (fwd)	2,500	3,359	2,289	7,774	140,851	156,597
88 (rwd)	143	181	141	416	7,689	11,037
98	1,425	2,246	1,394	4,431	71,493	75,899
Total Oldsmobile	11,286	14,584	12,193	36,998	520,138	563,005
Sunbird	4,335	2,761	3,763	12,508	152,334	112,864
Grand Am	4,800	4,800	4,973	15,322	226,797	242,653
Firebird	938	1,574	948	2,988	56,608	66,542
Grand Prix	3,898	3,914	3,884	7,782	125,043	139,957
Pontiac 6000	1,555	2,378	1,664	5,181	78,779	94,706
Bonneville	1,690	2,971	1,461	5,144	90,924	122,061
Safari/Parisienne	0	107	0	0	2,691	7,336
Fiero	0	0	0	0	0	13,297
Total Pontiac	17,216	18,505	16,699	48,924	733,276	799,416
GENERAL MOTORS	65,808	78,774	66,489	206,879	3,102,478	3,417,669
DIAMOND-STAR	3,827	382	2,652	11,100	93,375	0
HONDA	7,630	7,608	7,076	23,936	362,375	365,832
Civic	1,880	2,418	1,883	5,972	129,388	110,050
Accord	5,770	5,190	5,193	17,964	232,987	255,782
MAZDA*	4,485	4,730	4,498	14,319	205,294	163,714
NISSAN	2,058	2,031	2,322	7,265	115,565	109,975
NUMMI	3,900	2,780	3,725	11,598	192,716	126,847
Corolla	1,800	1,981	1,770	5,441	80,088	55,042
Geo Prizm/Nova	2,100	799	1,955	6,157	112,628	71,802
SUBARU-ISUZU*	540	0	540	1,728	6,317	0
TOYOTA	4,175	0	4,188	13,389	151,129	0
VOLKSWAGEN	0	0	0	0	0	35,997
Golf/GTI	0	0	0	0	0	30,444
Jetta	0	0	0	0	0	5,553
Total Cars, U.S.	136,220	161,138	142,411	434,141	6,821,556	7,102,157
Total Cars, Canada	27,505	16,147	26,143	83,224	1,016,274	1,027,528
U.S., Canada Cars	163,725	177,285	168,554	517,365	7,837,830	8,129,685
U.S., Canada Cars and Trucks	262,212	277,591	270,360	850,019	12,871,420	13,191,526

Monthly estimates may contain error of one or two units due to rounding.

*—Total includes MX-6, G26, and Ford Probe

CANADIAN
CAR

	Week Ended Dec. 23, 1989	Week Ended Dec. 24, 1989	Week Ended Dec. 16, 1989	Dec. Est.	Jan. 1 to Dec. 23, 1989	Jan. 1 to Dec. 24, 1989
Monaco	960	0	226	1,186	1,186	0
Premier	255	0	1,049	1,304	2,152	60,371
CHRYSLER MOTORS	1,215	0	1,275	2,490	33,338	60,371
Tempo	3,360	3,327	2,674	9,624	130,633	170,364
Topaz	1,440	1,782	1,139	4,110	58,182	69,828
Crown Victoria	2,692	2,886	2,577	7,562	117,849	129,833
Grand Marquis	3,068	2,878	3,038	9,918	129,323	131,439
FORD MOTOR CO.	10,560	10,873	9,428	31,214	435,967	501,464
Celebrity	522	180	490	1,739	26,544	20,130
Cutlass Ciera	3,038	3,426	3,013	9,499	122,490	219,687
Lumina	7,640	0	7,346	23,990	194,946	0
Pontiac 6000	0	0	0	0	0	29,690
Regal	1,160	0	1,107	3,349	74,328	139,613
GENERAL MOTORS	12,360	3,606	11,956	38,576	418,308	409,120
HONDA	2,000	1,505	2,100	6,581	86,266	50,012
HYUNDAI*	300	0	300	960	14,480	0
TOYOTA	890	0	904	2,827	19,797	0
VOLVO	180	163	180	576	8,098	6,561
Total Cars, Canada	27,505	16,147	26,143	83,224	1,016,274	1,027,528

U.S.
TRUCK

Caravan	2,200	2,206	2,474	7,659	107,449	93,625
Dakota	2,400	2,394	2,192	7,271	94,701	109,203
Caravan C/V	80	173	89	288	6,416	11,846
Ram pickups	1,900	2,396	1,754	5,835	90,991	87,699
Total Dodge	6,580	7,171	6,509	21,063	299,557	302,373
Cherokee	4,500	3,760	4,278	13,029	207,284	186,415
Comanche	200	707	306	836	25,216	43,549
Grand Wagoneer	0	350	321	646	9,618	14,209
Wagoneer	100	205	80	275	7,535	10,777
Total Jeep	4,800	5,022	4,985	14,786	249,653	254,950
Voyager	1,800	1,894	2,360	6,968	100,256	86,187
Town & Country	30	0	28	105	3,251	0
Total C-P Div.	1,830	1,894	2,388	7,073	103,507	86,187
CHRYSLER MOTORS	13,210	14,087	13,882	42,912	652,717	639,964
Aerostar	4,000	5,074	3,885	12,757	217,630	208,770
Bronco	1,219	1,663	1,408	4,321	70,114	59,427
Bronco II	2,712	2,887	2,482	8,192	118,621	122,638
Econoline	4,144	5,220	0	9,026	207,576	242,413
Mediums/Heavies	1,282	1,293	1,295	4,145	57,089	64,742
Light trucks	11,356	11,243	11,192	36,378	518,696	497,188
Ranger	6,633	7,213	3,625	18,411	307,202	325,763
Total Ford Div.	31,346	34,593	23,887	93,230	1,494,928	1,520,941
FORD MOTOR CO.	31,346	34,593	23,887	93,230	1,494,928	1,520,941
Astro	2,796	3,518	2,717	8,821	158,146	174,806
Blazer	0	525	531	1,185	25,359	26,297
Lumina APV*	1,758	0	1,754	5,501	20,874	0
Mediums/Heavies	231	0	410	1,248	8,872	19,570
P-Model	796	0	666	2,194	29,408	39,649
Pickups	7,375	8,677	8,548	26,270	397,015	375,047
S-10	4,078	1,958	5,426	16,120	238,741	298,737
S-10 Blazer	1,946	3,466	3,116	9,220	189,849	171,656
Sportsvan/Van	1,850	0	1,907	6,103	94,421	86,204
Suburban	0	1,551	1,528	3,331	69,089	70,626
Total Chevrolet	20,830	19,695	26,603	79,993	1,201,658	1,262,392
Jimmy	0	139	177	364	8,088	7,716
Mediums/Heavies	379	0	443	1,308	13,745	33,623
P-Model	84	0	209	398	4,060	4,890
Pickups	2,753	2,871	2,987	9,558	123,085	115,455
S-15	758	391	1,335	3,613	57,963	68,142
S-15 Jimmy	454	1,158	1,187	2,754	49,931	48,301
Safari	964	863	1,048	3,500	44,996	44,700
Suburban	0	492	598	1,328	31,184	31,070
Vandura/Rally Vans	608	0	553	1,771	29,637	30,617
Total GMC	6,000	5,914	8,537	24,594	362,689	384,514
Olds Silhouette*	394	0	382	1,208	4,269	0
Pontiac Trans Sport*	663	0	661	2,092	7,825	0
GENERAL MOTORS	27,877	25,609	36,183	107,888	1,571,368	1,646,906
NAVISTAR	1,490	1,437	1,517	4,816	77,113	85,745
NISSAN	2,646	2,436	2,973	9,306	122,937	95,693
SUBARU-ISUZU*	540	0	540	1,728	6,315	0
AM GENERAL*	450	450	450	1,440	22,590	22,680
MISCELLANEOUS*	3,000	2,300	3,000	9,600	144,600	115,920